App. F. IX-4

Previous References

1932-3
(Jrc)

File No. 130-32
Serial Nos. 1-3

Later References
Jrc 870-33 (1-4)

PRESERVED

General and Revenue Secretariat.

Serial Nos. Three. 13

Part B for Years

SUBJECT.

Agency for the sale of Myrobalan trees in Nimar Province and Central Provinces.

No 3032-32a 3.1.33

To The Jrc. Comptroller & Govt

Sanction the recommendation of the Dir Jrc.

Agency for the Sale of Mysore Soaps in U.P. etc.

1794

General and Revenue Secretariat | Dte File No. 130 of 1932. | [App. F. III—2

Serial No.	
1	Letter No. 82-611-30-31 dated 16th Nov. 1932 from the Dir Dte stating that the Agency for the sale of Mysore Soaps in U.P. + C.P. expired in the usual course on 31st May 1932, that it is being continued on the same terms pending renewal and recommending, that in the circumstances explained, that it may be continued in favour of the Hindustan Industrial Corporation, Cawnpore, represented by the Managing Proprietors Messrs. Moolchand Mohanlal for a period of three years on the new terms proposed by the Ind. Chemist, the terms being given effect to from 1.11.32.
	~~Subs Please see flag for the present terms of agreement and for the proposed terms of agreement Please see also flag for the terms offered to Lahore agents. The Dte recommendation is for orders.~~
	~~Rack~~
2	Subsequent letter no 82-611/30-31 dated 6th Dec. 1932 from the Dir g Dte stating that the Messrs Moolchand Mohanlal have requested that the agency may continue in the name of the Hindustan Industrial Corporation instead of Mr Moolchand Mohanlal for the reasons given in the enclosure. And requesting sanction to this proposal.
	Subs
	1) Please see flag Q. for the present terms of agreement and for the proposed terms of agreement. Please also see flag R for the terms offered to Lahore agents also. ~~The Dte's recommendation for the continuation~~ Grant of agency is for orders.
	~~Rack~~

NOTE—Contn. Sheet..

WD 70—GBPM—60,000—13-8-31.

Grant of agency as proposed is recommended. 15.12.32

Agency in U.P. & C.P. for sale of My. Soaps.
1794

Dte File No. 130 of 1932. | General and Revenue Secretariat

2) The present agreement regarding payment of bills is sixty days against while in the proposed agreement it is ninty days.
Subs for orders
KmR 19-12-32

3) The Directors proposals may be sanctioned.

Dev Lal 13/12/32

4) May be sanctioned.

Secd Member. 15.12.32 15/12/32 3958 15/12

5) JPR 17/12

17.12.32 17.12.32

Submitted with a draft for approval.
K-mR 17.12.32

19.12.32

21 DEC 1932 REV. SEC.

3. To Dte Comptr.
No. 3032-3 dt 3.1.33
Sanctions the Continuance
the Agency for sale of Soaps in the
United Central Provinces to the Proprietors
M/s Corporation Calcutta. [illegible]

BPR 2/1/33

Telegraphic Address.—"INDUSCOM."

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

1794

DEVELOPMENT FINANCE

Dc 1930-32-1

In reply please refer to
No. D2-611/30-31
Encl, one letter + statt

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 12th November, *193* 2

14

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SECT
14 NOV

To

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Agency for the sale of Mysore Soaps in United Provinces and Central Provinces.

With reference to G.O.No.D.10028-9/I&C 223-30-11 dated 5-5-31 sanctioning the above agency for a period of one year, I have the honour to state that this agency was given effect to from 1-6-1931. Though the period of the agency expired in the usual course on - 31-5-1932, it is being continued on the same terms pending renewal. The Industrial Chemist who, during his recent deputation, had visited the above area and made local enquiries, recommended the continuance of the agency for a period of 3 years on certain revised terms. I enclose herein for the information of Government a copy of his letter No.2774 dated 27-10-1932 with a statement received from him in which he has mentioned the old as well as the revised terms proposed by him. I may say that these proposals have been made after discussion and consultation with me. The terms now proposed are more liberal than the original ones, but they are similar to those which have worked satisfactorily elsewhere; and they also provide guarantees of large quantities. I recommend that the agency may be continued in favour of The Hindustan Industrial Corporation, Cawnpore, represented by the Managing Proprietors Messrs. Moolchand Mohanlal, The Poineer Sugar Agency, for a period of 3 years on the terms now proposed by the Industrial Chemist, these terms being given effect to from 1-11-1932.

I request the favour of early orders of Government in the matter.

I have the honour to be,
Sir,
Your most obedient servant;

N. Rama Rao

DIRECTOR.

ks)4.

GOVERNMENT SOAP FACTORY, BANGALORE.

No. 2794 (Encl: one)

27th October, 1932.

To:
The Director of Industries & Commerce in Mysore,
BANGALORE.

Sir,

Refce: Your office letter No. D2-611/30-31 dated 25.10.32

Subject: Renewal of Agency - U.P. & C.P. etc.

I have the honour to report as follows:-

1. The original agency was for one year from 1-6-31 to 31-5-1932. Later pending the renewal of the agency we were working on old terms.

2. I enclose herewith again the terms of the old agency and also of the terms of the new agency.

3. The new agency terms will be given effect from November 1st 1932, subject to Director's approval and sanction. It has not yet been given effect to, even though I have informed Mr. Moolchand Mohanlal that I shall recommend the new terms to the Director.

4. By way of amplification of my proposals I beg to state as follows:-

(a) The terms now proposed have been tried first in Bombay territory and later in Calcutta agency territory and they have proved very beneficial to us.

(b) Similar terms have been offered to Lahore agents also.

(c) In the new agency terms of Lahore we have consented to grant Rs. 100/- per month for advertisement provided they spend not less than Rs. 50/- a month. In the case of Cawnpore agents

(U.P. & C.P.) I have provisionally agreed to factory spending Rs. 150/- a month provided the agents spend not less than Rs. 75/- a month (subject to Director's approval)

(d) The reason for this alteration is that U.P. & C.P. (especially U.P.) happens to be a better market and I personally think that it pays us ultimately to spend more there, provided the agents also spend more. Some of the richest markets in India are in U.P. - (Lucknow, Cawnpore, Agra, Bareilly, Benares, Gaya, Mogulsarai, Allahabad, etc., etc.)

(e) I personally think that Mr. Moolchand Mohanlal is as enthusiastic as ourselves to secure business in U.P. & C.P. He is a guaranteed broker for the sale of sugar of nearly eight sugar factories in U.P. and elsewhere, and he is going to handle nearly a crore of rupees worth of business this season. Therefore I want to keep up a good connection which has done good business during the first year of the agency.

(f) The Banks speak very highly of the integrity of Mr. Moolchand Mohanlal.

(g) Even though the guarantee for the first year is Rs. 25,000/- I feel that he will improve it considerably.

(h) Finally, during the probation period he has done better than I expected.

5. Even though it has nothing to do with the Soap Factory I think his commercial experience in the sugar line will be of use to our department. I recommend him without this consideration, but his case is stronger on account of this.

I request orders,

I have the honour to be,
Sir,
Your most obedient servant,

Industrial Chemist
& Chemical Engineer.

HM.

5)

COMPARITIVE STATEMENT SHOWING THE PRESENT AND PROPOSED TERMS OFFERED TO MESSRS. MOOLCHAND MOHANLAL, CAWNPORE.

Present Arrangements.	Proposed Arrangements.
1. Period of Agency: One year	1. Period of Agency: Three years.
2. Guarantee of Sales: Nil	2. Guarantee of Sales: (a) 1st year not less than Rs. 25,000/- (b) 2nd year not less than Rs. 35,000/- (c) 3rd year to be fixed at the end of second year.
3. Commission: Ten per cent	3. Commission: Ten Per Cent
4. Special Concessions: Five per cent extra for advertise-ments, dealers' discount etc.	4. Special Concessions: (a) 2½% for dealers' discount (b) Rs.6/- per case on Toilet Soaps (24 dozens in each case) after the first 150 cases on Sandal Gulab, Jasmine and Lavender Soaps. (c) Mr. Moolchand Mohanlal should spend not less than Rs.75/- per month for advertisement and the Factory allows a grant of Rs.150/- per month. Therefore the total amount that will be spent for advertisement will be not less than Rs.225/- per month.
5. Delivery: Free on rail in all his territories.	5. Delivery: Free on rails in all his territories.
6. Payment of the Bills: Sixty days sight.	6. Payment of the Bills: Ninety days sight.
7. Security Deposit: Nil.	7. Security Deposit: Deposit Rs. 1,000/-

Telegraphic Address.—"INDUSCOM.

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

22/12

REV. SECRETA

DEVELOPMENT B

Ptc 130-32-2

In reply please refer to
No. D2-611/30-31
Encl. one

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 5th December, *193* 2.

6

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SECRET
6 DEC. 1

To

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Agency for the sale of soaps in the United Provinces and the Central Provinces.

In continuation of my letter of even number dated 14-11-1932 requesting sanction of Government for the continuance of the above agency for a further period of 3 years, I have the honour to state that Messrs. Moolchand Mohanlal have requested that the agency may continue in the name of the Hindustan Industries Corporation instead of Mr. Moolchand Mohanlal. I had recommended in this office letter of even number dated 1-7-1931 that the agency may stand in the name of The Hindustan Corporation, and the same was approved by Government (vide your letter No.D.483/I&C 223-30-13 dated 20/22-7-1931. I enclose herein for the information of Government a copy of letter No. D.O.7745 dated 22-11-1932 addressed by Messrs. Moolchand Mohanlal to the Industrial Chemist giving the reasons why they wish the agency to be continued under the above title. I recommend that the request of the agents in this respect may be granted.

I request that early orders of Government sanctioning my proposals for the renewal of the above agency may be obtained and communicated to me.

I have the honour to be,
Sir,
Your most obedient servant,

N. Rama Rao

DIRECTOR.

ks)3.

Letter No.D.O.7745 dated 22nd Novr.1932 from Messrs. Moolchand Mohanlal, Post Box No.48, "Rose Villa", Civil Lines, Cawnpore, to the Industrial Chemist, Government Soap Factory, Bangalore.

I hope this will find you in best of health and spirits.

Regarding operation of your soap business, I beg to say that the writer had personally requested you to renew our revised connections on name of my main firm, i.e., Messrs. Moolchand Mohanlal; but I am sorry our doing this has created a complicated position, as the solid work, which we had previously done on our former name, i.e., The Hindustan Industries Copporation, and the popularity, which we had attained, is going to be lost on this account, and thus it is likely to prove very much detrimental in interests of the business. I will, therefore, request you to kindly let our new connections stand on our former name, so as to reap full advantage of our previous labours, and the advertisement, which we have been conducting on name of The Hindustan Industries Corporation and oblige.

"COPY"

DIRECTOR.

ks)

G.R.S. App. F VI G-2]

7

SUBJECT .....

.....

.....

Diary No. of letter replied to ..... 1794 .....

Sec. Dte

File No. 130-32

Serial No. 3.

General and Revenue Secretariat

( )

the 193 .

Proceedings of the Government of His Highness the Maharaja of Mysore.

Date of issue 3/1/33

Signed by ..... M M S N Rao

Read—

Go. No. D. 10028-9/Dte. 223-30-11 dated 5th May 1931, sanctioning the appointment of Agency for sale of Tee Hindustan Industrial Corporation, Cawnpore as the sole agent for the sale of Mysore Soaps in United Provinces and Central Provinces for a period of year on certain terms & conditions.

Correspondence ending with letter No D2-611/30-31 dated 6th Dec. 1932, from the Dir of Dte reporting that the period of the Agency sanctioned in Go. read above expired on 31st May 1932, and the circumstances stated in which the Agency was being continued on the same terms pending renewal + recommending that the Agency

May this be

(i) Printed ?

(ii) treated as a standing order ?

(iii) published in the Gazette, English Part?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, Kannada Part ?

for the sale of Soaps in the U.P. and C.P. may be continued in favour of the Hindustan Industrial Corporation, Cawnpore for a further period of three years, with effect from 1st Nov. 1932, ~~with some modification in the terms of the agency~~

Order No. O.3032-33 dated 3/11/32

Govt are pleased to sanction the Dir's recommendation to continue the agency for a further period of three years from 1st Nov. 1932. The terms ~~of~~ the agency as ~~proposed~~ revised and approved by Govt are appended to this order.

for sec'y to Govt
Dev Dept.

To. The Dir of Ste

The Comptroller with a ~~Copy of the terms~~ modified terms.

Herbert, ~~but~~ ~~proposed by the Industrial~~ Chemist, the modified terms being given effect to from 1st Nov 1932 [Hem Sukh to this Herbert]

Order No. 9

The recommendation of the Director is sanctioned. An agreement embodying the new terms should be taken early from the Agents.

List of enclosure

9.11.32
for Secy to Govt
Dev Dept

The Dir Ste

& Comptroller

Copied by

Examined by

Terms for the Continuance of
Comparative Statement showing ~~the offered~~ to
the Agency to The Hindustan Industrial Corporation, Cawnpore.

1. Period of Agency ——— Three years from 1.11.1952
2. Guarantee of Sales ——— (a) 1st year not less than Rs 25,000/-
(b) 2nd year not less than Rs 35,000/-
(c) 3rd year to be fixed at the end of second year
3. Commission ——— Ten Percent.
4. Special Concessions — (a) 2½% for dealers' discount
(b) Rs 6/- per case on Toilet Soaps (24 dozens in each case) after the 1st 150 cases on Sandal Gulab, Jasmine & Lavender soap
(c) The Hindustan Industrial Corporation (~~the Hostel and Mohalla~~) should spend not less than Rs 75/- per month for advertisement and the factory allows a grant of Rs 150/- per month. Therefore the total amount that will be spent for advertisement will ~~xxx~~ be not less than Rs 225/- per month.
5. Delivery . . . . . Free on rails in all his territories
6. Payment g/m Bills . . . . . Thirty days sight
7. Security deposit . . . . . Deposit Rs 1,000/-

for Secy to Govt
Dev Dept.

PROCEEDINGS OF THE GOVERNMENT OF HIS HIGHNESS
THE MAHARAJA OF MYSORE

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(10)

Read:-

Government Order No.D.10028-9/I & C 223-30-11 dated 5th May 1931, sanctioning the appointment of the Hindustan Industrial Corporation, Cawnpore, as the sole agent for the sale of Mysore Soaps in United Provinces and Central Provinces for a period of one year from 1st June 1931 on certain terms and conditions.

2. Correspondence ending with letter No.D.2-611/30-31 dated 6th December 1932, from the Director of Industries and Commerce reporting that though the period of the agency sanctioned in Government Order read above expired on 31st May 1932 the agency was being continued on the same terms pending renewal and recommending in the circumstances stated that the Agency for the sale of soaps in the United Provinces and Central Provinces may be continued in favour of the Hindustan Industrial Corporation, Cawnpore for a further period of three years with effect from 1st November 1932 on the following modified terms and conditions, such modified terms being given effect to from 1st November 1932.

The Agency to The Hindustan Industrial Corporation, Cawnpore.

1. Period of Agency.	Three years from 1-11-1932
2. Guarantee of sales.	(a) 1st year not less than Rs.25,000 (b) 2nd year not less than Rs.35,000 (c) 3rd year to be fixed at the end of second year.
3. Commission.	Ten percent
4. Special concessions.	(a) 2½ per cent for dealer's discount (b) Rs.6/- per case on Toilet soaps (24 dozens in each case) of the first 150 cases on Sandal, Gulab, Jasmine and Lavender Soaps. (c) The Hindustan Industrial Corporation should spend not less than Rs.75/- per month for advertisement and the factory allows a grant of Rs.150/- per month. Therefore the total amount that will be spent for advertisement will be not less than Rs.225/- per month.

(P.T.O.)

5.	Delivery	Free on rails in all his territories.
6.	Payment of the Bills.	Ninety days sight.
7.	Security Deposit.	Deposit Rs.1,000/-

Order No. ll 3032-33/Ic 130-32-3

30 Jan 33

Dated, Bangalore the ~~22nd December~~ 1932.

The recommendation of the Director is sanctioned. An agreement embodying the new terms should be taken early from the Agents.

for Chief Secretary to Government,
for M.R ~~Development Department~~.

To

The Director of Industries and Commerce in Mysore.

The Comptroller to Government of Mysore.

Aga/3